

	2012			2013			2014			2015			2016			2017		
All 7(A)	\$	1,727,643,100		\$	1,929,759,900		\$	1,556,237,300		\$	2,560,654,300		\$	2,572,250,400		\$	2,822,700,200	
Ethnicity																		
All Minority	\$	498,973,500	29%	\$	468,576,600	24%	\$	488,293,700	31%	\$	736,912,400	29%	\$	761,782,000	30%	\$	907,735,600	32%
AMERICAN INDIAN	\$	9,017,000	1%	\$	6,244,900	0%	\$	7,435,900	0%	\$	18,519,400	1%	\$	6,305,500	0%	\$	8,584,900	0%
ASIAN OR PACIFI	\$	369,639,900	21%	\$	346,369,000	18%	\$	366,032,900	24%	\$	502,239,300	20%	\$	575,056,500	22%	\$	666,855,400	24%
BLACK	\$	35,204,200	2%	\$	35,503,300	2%	\$	36,107,100	2%	\$	49,115,000	2%	\$	46,804,500	2%	\$	68,541,700	2%
HISPANIC	\$	85,112,400	5%	\$	80,459,400	4%	\$	78,717,800	5%	\$	167,038,700	7%	\$	133,615,500	5%	\$	163,753,600	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	145,564,300	8%	\$	193,822,900	10%	\$	252,481,000	16%	\$	377,886,500	15%	\$	349,182,200	14%	\$	433,653,000	15%
WHITE	\$	1,083,105,300	63%	\$	1,267,360,400	66%	\$	815,462,600	52%	\$	1,445,855,400	56%	\$	1,461,286,200	57%	\$	1,481,311,600	52%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	275,198,400	16%	\$	310,624,600	16%	\$	251,314,100	16%	\$	406,439,300	16%	\$	394,182,700	15%	\$	385,756,100	14%
Female Owned more than 50%	\$	211,215,300	12%	\$	239,972,200	12%	\$	209,420,600	13%	\$	294,026,500	11%	\$	385,967,700	15%	\$	421,190,900	15%
Male Owned	\$	1,241,229,400	72%	\$	1,379,163,100	71%	\$	1,095,502,600	70%	\$	1,860,188,500	73%	\$	1,792,100,000	70%	\$	2,015,753,200	71%
Veteran	\$	62,898,700	4%	\$	78,844,300	4%	\$	57,093,400	4%	\$	113,773,700	4%	\$	122,738,300	5%	\$	102,008,100	4%
EXISTING BUSINESS	\$	1,227,748,100	71%	\$	1,431,886,100	74%	\$	1,124,518,600	72%	\$	1,708,419,100	67%	\$	1,643,891,900	64%	\$	1,787,907,400	63%
NEW BUSINESS	\$	494,294,200	29%	\$	494,780,800	26%	\$	429,305,200	28%	\$	841,985,700	33%	\$	917,847,800	36%	\$	1,026,711,700	36%
Rural	\$	308,019,200	18%	\$	274,849,400	14%	\$	224,120,700	14%	\$	474,192,100	19%	\$	439,970,000	17%	\$	430,777,300	15%
Urban	\$	1,419,623,900	82%	\$	1,654,910,500	86%	\$	1,332,116,600	86%	\$	2,086,462,200	81%	\$	2,132,280,400	83%	\$	2,391,922,900	85%
Export	\$	96,459,900	6%	\$	136,044,000	7%	\$	96,987,500	6%	\$	139,734,900	5%	\$	164,151,600	6%	\$	130,665,000	5%
CAPLine	\$	22,685,400	1%	\$	67,651,900	4%	\$	31,219,000	2%	\$	71,148,600	3%	\$	39,971,300	2%	\$	21,446,800	1%
PLP	\$	905,479,600	52%	\$	1,001,695,300	52%	\$	946,121,300	61%	\$	1,516,146,300	59%	\$	1,559,321,200	61%	\$	1,764,038,600	62%
Express	\$	224,042,000	13%	\$	203,028,700	11%	\$	158,941,100	10%	\$	261,317,400	10%	\$	264,569,500	10%	\$	244,098,400	9%
\$150K and Under	\$	181,859,800	11%	\$	176,133,600	9%	\$	163,232,500	10%	\$	269,731,000	11%	\$	272,108,000	11%	\$	256,280,600	9%
>\$150K - \$350K	\$	243,844,900	14%	\$	264,949,100	14%	\$	181,370,000	12%	\$	297,274,800	12%	\$	313,624,200	12%	\$	316,201,600	11%
>\$350K - \$2M	\$	855,862,100	50%	\$	1,004,809,300	52%	\$	770,609,400	50%	\$	1,193,532,700	47%	\$	1,274,077,800	50%	\$	1,294,232,100	46%
>\$2M	\$	446,076,300	26%	\$	483,867,900	25%	\$	441,025,400	28%	\$	800,115,800	31%	\$	712,440,400	28%	\$	955,985,900	34%

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	2012		2013		2014		2015		2016		2017	
All 7(A)	5,495		5,491		4,648		7,245		7,778		7,252	
Ethnicity												
All Minority	1,295	24%	1,243	23%	1,150	25%	1,784	25%	2,118	27%	1,931	27%
AMERICAN INDIAN	44	1%	44	1%	42	1%	54	1%	46	1%	43	1%
ASIAN OR PACIFI	696	13%	655	12%	605	13%	915	13%	1,080	14%	985	14%
BLACK	153	3%	127	2%	125	3%	212	3%	323	4%	299	4%
HISPANIC	402	7%	417	8%	378	8%	603	8%	669	9%	604	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	494	9%	513	9%	609	13%	1,061	15%	919	12%	988	14%
WHITE	3,706	67%	3,735	68%	2,889	62%	4,400	61%	4,741	61%	4,333	60%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	851	15%	879	16%	734	16%	1,094	15%	1,067	14%	960	13%
Female Owned more than 50%	908	17%	903	16%	788	17%	1,245	17%	1,472	19%	1,347	19%
Male Owned	3,736	68%	3,709	68%	3,126	67%	4,906	68%	5,239	67%	4,945	68%
Veteran	293	5%	288	5%	238	5%	306	4%	363	5%	351	5%
EXISTING BUSINESS	3,746	68%	3,788	69%	3,213	69%	4,881	67%	4,725	61%	4,435	61%
NEW BUSINESS	1,744	32%	1,700	31%	1,431	31%	2,347	32%	3,041	39%	2,802	39%
Rural	770	14%	651	12%	730	16%	1,147	16%	1,333	17%	1,101	15%
Urban	4,725	86%	4,840	88%	3,918	84%	6,098	84%	6,445	83%	6,151	85%
Export	187	3%	180	3%	124	3%	181	2%	215	3%	113	2%
CAPLine	23	0%	97	2%	50	1%	93	1%	52	1%	44	1%
PLP	1,426	26%	1,441	26%	1,164	25%	1,690	23%	1,851	24%	1,957	27%
Express	3,056	56%	2,666	49%	2,457	53%	3,812	53%	4,262	55%	3,578	49%
\$150K and Under	3,351	61%	3,079	56%	2,886	62%	4,434	61%	4,900	63%	4,232	58%
>\$150K - \$350K	984	18%	1,047	19%	718	15%	1,147	16%	1,192	15%	1,190	16%
>\$350K - \$2M	1,017	19%	1,204	22%	902	19%	1,407	19%	1,454	19%	1,525	21%
>\$2M	143	3%	161	3%	142	3%	257	4%	232	3%	305	4%

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	2012			2013			2014			2015			2016			2017		
All 504	\$	556,625,000		\$	738,731,000		\$	412,417,000		\$	566,380,000		\$	683,373,000		\$	598,374,000	
Ethnicity																		
All Minority	\$	120,580,000	22%	\$	166,191,000	22%	\$	97,378,000	24%	\$	165,219,000	29%	\$	217,341,000	32%	\$	182,306,000	30%
AMERICAN INDIAN	\$	777,000	0%	\$	670,000	0%	\$	-	0%	\$	192,000	0%	\$	2,504,000	0%	\$	129,000	0%
ASIAN OR PACIFI	\$	88,008,000	16%	\$	125,545,000	17%	\$	73,418,000	18%	\$	103,097,000	18%	\$	155,048,000	23%	\$	133,588,000	22%
BLACK	\$	6,903,000	1%	\$	10,925,000	1%	\$	4,577,000	1%	\$	6,616,000	1%	\$	11,172,000	2%	\$	12,300,000	2%
HISPANIC	\$	24,892,000	4%	\$	29,051,000	4%	\$	19,383,000	5%	\$	55,314,000	10%	\$	48,617,000	7%	\$	36,289,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	23,160,000	4%	\$	56,674,000	8%	\$	27,060,000	7%	\$	50,949,000	9%	\$	58,168,000	9%	\$	52,444,000	9%
WHITE	\$	412,885,000	74%	\$	515,866,000	70%	\$	287,979,000	70%	\$	350,212,000	62%	\$	407,864,000	60%	\$	363,624,000	61%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	3,296,000	1%	\$	1,066,000	0%	\$	-	0%	\$	484,000	0%	\$	1,698,000	0%	\$	20,767,000	3%
Female Owned more than 50%	\$	62,597,000	11%	\$	82,430,000	11%	\$	39,248,000	10%	\$	76,015,000	13%	\$	75,454,000	11%	\$	63,998,000	11%
Male Owned	\$	490,732,000	88%	\$	655,235,000	89%	\$	373,169,000	90%	\$	489,881,000	86%	\$	606,221,000	89%	\$	513,609,000	86%
Veteran	\$	30,748,000	6%	\$	30,460,000	4%	\$	22,778,000	6%	\$	25,222,000	4%	\$	23,509,000	3%	\$	19,124,000	3%
EXISTING BUSINESS	\$	485,386,000	87%	\$	623,325,000	84%	\$	358,105,000	87%	\$	471,454,000	83%	\$	532,022,000	78%	\$	501,459,000	84%
NEW BUSINESS	\$	71,239,000	13%	\$	115,406,000	16%	\$	54,312,000	13%	\$	94,926,000	17%	\$	151,351,000	22%	\$	96,915,000	16%
Rural	\$	128,902,000	23%	\$	156,878,000	21%	\$	96,374,000	23%	\$	121,752,000	21%	\$	151,959,000	22%	\$	120,637,000	20%
Urban	\$	427,723,000	77%	\$	581,853,000	79%	\$	316,043,000	77%	\$	444,628,000	79%	\$	531,414,000	78%	\$	477,737,000	80%
Export	\$	13,390,000	2%	\$	36,882,000	5%	\$	29,265,000	7%	\$	31,347,000	6%	\$	27,612,000	4%	\$	657,000	0%
\$150K and Under	\$	11,952,000	2%	\$	13,703,000	2%	\$	8,769,000	2%	\$	8,069,000	1%	\$	8,408,000	1%	\$	9,507,000	2%
>\$150K - \$350K	\$	68,035,000	12%	\$	77,987,000	11%	\$	50,146,000	12%	\$	56,650,000	10%	\$	50,400,000	7%	\$	50,040,000	8%
>\$350K - \$2M	\$	359,286,000	65%	\$	434,009,000	59%	\$	255,720,000	62%	\$	349,857,000	62%	\$	366,414,000	54%	\$	367,235,000	61%
>\$2M	\$	117,352,000	21%	\$	213,032,000	29%	\$	97,782,000	24%	\$	151,804,000	27%	\$	258,151,000	38%	\$	171,592,000	29%

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	2012		2013		2014		2015		2016		2017	
All 504	892		1,084		647		789		798		778	
Ethnicity												
All Minority	178	20%	221	20%	121	19%	192	24%	176	22%	189	24%
AMERICAN INDIAN	3	0%	1	0%	-	0%	1	0%	1	0%	1	0%
ASIAN OR PACIFI	109	12%	137	13%	59	9%	104	13%	100	13%	111	14%
BLACK	19	2%	21	2%	12	2%	12	2%	12	2%	16	2%
HISPANIC	47	5%	62	6%	50	8%	75	10%	63	8%	61	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	40	4%	63	6%	47	7%	54	7%	70	9%	61	8%
WHITE	674	76%	800	74%	479	74%	543	69%	552	69%	528	68%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	6	1%	2	0%	-	0%	1	0%	1	0%	42	5%
Female Owned more than 50%	122	14%	162	15%	87	13%	120	15%	125	16%	114	15%
Male Owned	764	86%	920	85%	560	87%	668	85%	672	84%	622	80%
Veteran	55	6%	54	5%	37	6%	33	4%	41	5%	32	4%
EXISTING BUSINESS	774	87%	957	88%	570	88%	665	84%	679	85%	674	87%
NEW BUSINESS	118	13%	127	12%	77	12%	124	16%	119	15%	104	13%
Rural	249	28%	256	24%	184	28%	195	25%	200	25%	193	25%
Urban	643	72%	828	76%	463	72%	594	75%	598	75%	585	75%
Export	22	2%	35	3%	30	5%	30	4%	31	4%	1	0%
\$150K and Under	113	13%	125	12%	81	13%	73	9%	76	10%	84	11%
>\$150K - \$350K	277	31%	320	30%	213	33%	233	30%	205	26%	198	25%
>\$350K - \$2M	461	52%	571	53%	322	50%	436	55%	435	55%	440	57%
>\$2M	41	5%	68	6%	31	5%	47	6%	82	10%	56	7%

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